



Subject: RFP No. RD-4-67
Magnetic Tape to Photo Reproducer



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As you indicated in our discussion, this project has suffered a loss of priority and will either slip or be dropped from 1967 fiscal funding. Because of our confidence in the usefulness of the program, we have re-examined our proposal CLD 66-231 to determine how costs could be shaved without loss of program aims. It appears that significant savings can accrue from:

1. The 819/50 French Standard, shortly to be obsolete, can be eliminated in favor of 625/50, thereby the option price of can be deleted.
2. Since field engineering services required after delivery can be handled separately on fixed price purchase orders, the item currently listed in the bid for can also be deleted.

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Therefore, the total bid price of can be reduced to without sacrificing system performance and/or aims.

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Because we have some of the equipment on hand as part of our normal technical operations, we could start the program with an initial funding of and yet maintain original delivery schedule.

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Sincerely,



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Attn:

T&D Staff
NPIC

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